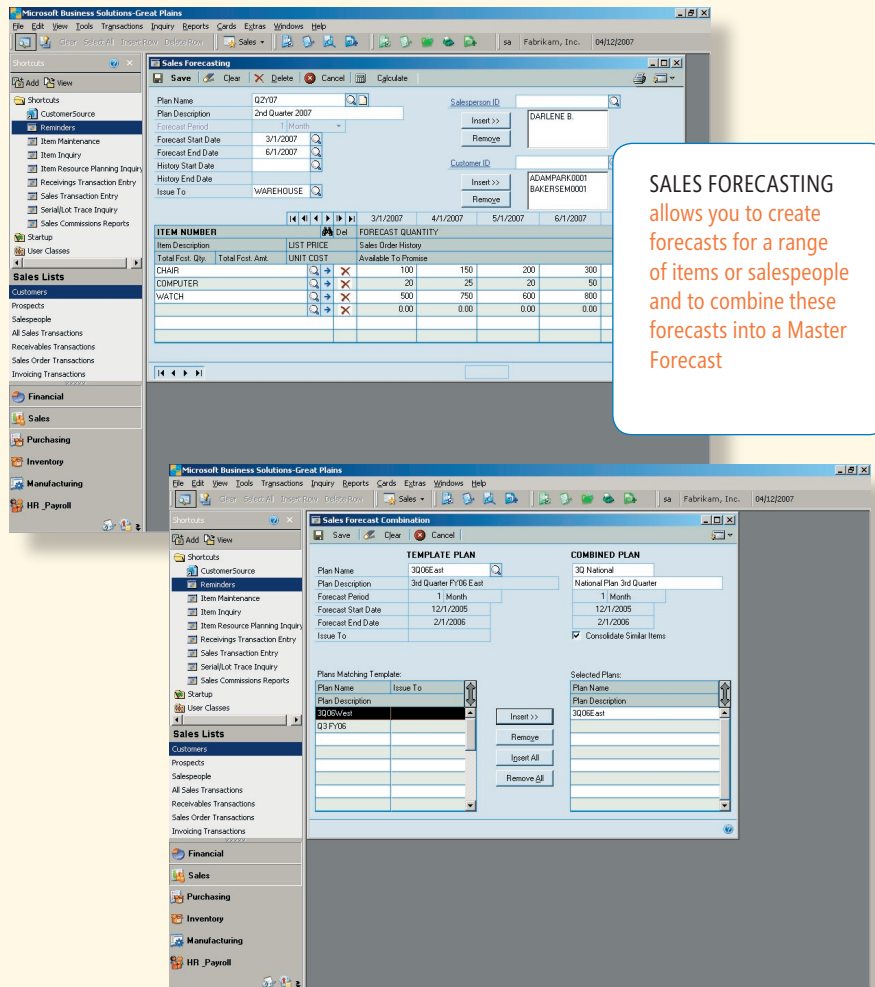


## Sales Forecasting

Communication challenges are frequent when you bring together groups that have different objectives and backgrounds, such as those found between sales teams and manufacturing managers. Microsoft® Business Solutions –Great Plains Sales Forecasting brings these teams closer together by bridging communication gaps and creating a powerful loop that promotes effective, efficient product delivery.



**SALES FORECASTING** allows you to create forecasts for a range of items or salespeople and to combine these forecasts into a Master Forecast

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**Microsoft®  
Business  
Solutions**

*Effectively collaborate between operations and sales*

Integrate with the Great Plains Material Requirements Planning module so sales forecasts are accurately reflected in material requirements plans.

*Aggregate demand from multiple sources*

Achieve a more comprehensive vision by rolling up multiple forecasts to regional and master plans.

*Diminish the impact of unforeseen events*

Maintain an unlimited number of forecasts, making it easy for both sales and manufacturing managers to gauge the impact of a variety of economic or environmental forces on production, and anticipate and prepare for possible scenarios ahead of time.

*Create precise, forward-looking projections*

Take demand planning to the next level—integration with the new Microsoft Business Solutions Demand Planner module provides access to powerful tools to complete statistical forecasting and interactive simulation scenarios.

*Leverage historical information for more accurate forecasts*

Empower sales managers to review prior years' sales and quickly revise projections based on their knowledge of the customer and the market, and to create new sales forecasts from the old as new events arise that affect the demand for production resources.

AVAILABLE WITH:

GREAT PLAINS

GREAT PLAINS STANDARD

## Sales Forecasting

**Microsoft**  
Business  
Solutions

### FEATURES OVERVIEW

Intuitive Data Entry Window	Use an easy-to-use spreadsheet-like window to enter and manipulate forecasted sales numbers.
Use History as a Forecasting Basis	Enable salespersons and/or customers to filter historical sales values to form the basis for forecasted sales amounts.
Track Multiple Sales Forecasts	Define multiple sales forecast plans simultaneously.
Forecast Roll Up	Easily combine multiple sales forecast plans into one master plan.
User-Defined Forecasts periods	Create plan-specific, user-defined forecasting periods with period options range from daily to yearly.
Transfer Plans to the Master Schedule	"Activate" any sales plan to become the basis for master production scheduling.
MRP Forecast Consumption	Generate material requirements plans that reflect existing sales forecasts and current sales orders.
Integration to Demand Planner	Create statistical forecasting and interactive simulation scenarios using Microsoft Demand Planner integration.

**Sales Forecasting also requires the Bill of Materials and Manufacturing Order Processing modules to operate.**